

1                   J. Napor - by Mr. Sieminski  
2 protocol?

3                   A.     We typically preferred that they be  
4 in writing. They would be faxed, they would be  
5 mailed. Sometimes they were verbal.  
6 E-mail became a part of the process.

7                   Q.     As part of the order process you  
8 would get instructions from your customer by  
9 fax, mail, e-mail or verbally, I'm assuming by  
10 regular mail although I understand that you  
11 said that e-mail took over that process.

12                  What would you typically require in  
13 the way of credit, either an application  
14 process or some sort of investigation on your  
15 part prior to you actually reproducing x number  
16 of videos?

17                  A.     Well, we had to be as sure as we  
18 could that we were going to get paid. It is a  
19 high volume, low margin business and you can't  
20 afford to have clients who don't pay.

21                  Q.     I think by virtue of my prior  
22 questions you understand this by now, but I'm  
23 going to say it anyway. I'm going to ask you  
24 questions sometimes in the form of statements  
25 that you can either agree with or disagree with

EXHIBIT

19

tabler